

Message Text

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ACTION EB-07

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AID-05 OMB-01 /036 W

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FM AMEMBASSY GABORONE

TO SECSTATE WASHDC 7481

INFO AMEMBASSY MASERU

AMEMBASSY MBABANE

AMEMBASSY PRETORIA

UNCLAS GABORONE 0038

E.O. 11652: N/A

TAGS: EINV, EAID, BAGB, BTIO, BC

SUBJECT: REQUEST FOR HORTICULTURAL EXPERTISE

DEPT PASS OPIC

PRETORIA FOR AGRICULTURAL ATTACHE

1. EMBASSY HAS BEEN APPROACHED BY THE BOTSWANA DEVELOPMENT CORPORATION (BDC) TO REQUEST ASSISTANCE IN FINDING AN INTERNATIONAL FIRM EXPERIENCED IN LARGE-SCALE HORTICULTURAL PRODUCTION WHICH CAN PROVIDE MANAGEMENT AND ARRANGE INTERNATIONAL MARKETING FOR PRODUCE FROM WHAT THEY HOPE WILL BE A GREATLY EXPANDED HORTICULTURAL INDUSTRY IN BOTSWANA. FORM OF PARTICIPATION IS FLEXIBLE BUT COULD COME AS DIRECT EQUITY PARTNERSHIP, MANAGEMENT ON A COMMISSION OR FEE BASIS, OR OTHER ALTERNATIVE.

2. BASIS FOR NEW ENTERPRISE IS PRIVATE FIRM SANITAS (BOTSWANA) (PTY.) LIMITED WHICH HAS BEEN OPERATING IN GABORONE FOR ABOUT FIVE YEARS GROWING CARNATIONS, ROSES, FOLIAR PLANTS, TOMATOES, FRUIT TREE SAPLINGS, ROOTED FLOWER CUTTINGS AND OTHER HORTICULTURAL PRODUCE FOR SALE MAINLY IN URBAN CENTERS IN SOUTH AFRICA AND EUROPE. FOUR-ACRE FARM IS IMPRESSIVE AND OWNER/MANAGER DR. G. I. NILSSON HAS SOLVED OR LEARNED HOW TO AVOID MANY ENVIRONMENTAL DIFFICULTIES THROUGH USE OF PLASTIC NET-HOUSES. SANITAS

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MENTAL DIFFICULTIES THROUGH USE OF PLASTIC NET-HOUSES. SANITAS

HAS REACHED LIMITS OF ITS PRODUCTIVE CAPACITY. BDC HAS AT ITS DISPOSAL THREE IRRIGATION FARMS (FIVE HECTARES IN GABORONE, ONE HUNDRED HECTARES IN MOGOBANE AND FOUR HUNDRED HECTARES IN THE TULI BLOCK) PARTS OF EACH OF WHICH COULD BE UTILIZED FOR THIS PURPOSE. NILSSON HAS INDICATED HIS WILLINGNESS TO SERVE AS A PAID TECHNICAL ADVISOR TO A LARGE HORTICULTURAL ENTERPRISE. BDC IS CONFIDENT THAT FINANCE FOR SUCH A PROJECT CAN BE RAISED ONE WAY OR ANOTHER.

3. BDC DESIRES CONTACT WITH REPUTABLE ESTABLISHED HORTICULTURAL FIRMS WHICH ARE INTERESTED IN LOOKING FURTHER INTO SUCH AN OPPORTUNITY. BDC DEPUTY MANAGING DIRECTOR PAUL HINCHEY WILL BE IN WASHINGTON, D.C. FROM JANUARY 28-31 AND IN NEW ENGLAND FOR A FEW DAYS THEREAFTER. MANAGER OF THE BDC AGRO/INDUSTRIAL DIVISION MICHAEL TILLER WILL BE IN THE UNITED STATES FOR A FEW WEEKS BEGINNING THE END OF FEBRUARY AND WILL BE PREPARED TO SPEND A GOOD DEAL OF TIME VISITING INTERESTED HORTICULTURAL FIRMS WHILE THERE.

4. BDC HAS A FAIR COLLECTION OF TECHNICAL INFORMATION ON THIS PROJECT WHICH THEY WOULD BE PLEASED TO MAKE AVAILABLE TO INTERESTED PARTIES.

5. PLEASE ADVISE.
THOMSEN

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